

Message Text

UNCLASSIFIED

PAGE 01 RECIFE 00188 231850Z

ACTION COME-00

INFO OCT-01 ARA-14 ISO-00 EB-08 OPIC-06 XMB-04 /033 W

-----021153 240021Z /64

R 231710Z AUG 77

FM AMCONSUL RECIFE

TO SECSTATE WASHDC 5819

INFO AMEMBASSY BRASILIA

AMCONSUL SAO PAULO

UNCLAS RECIFE 0188

PASS EXIMBANK FOR TOM KINGSLEY

OPIC FOR PATRICIA COUNTS

E.O. 11652: N/A

TAGS: BTIO,BR

SUBJ: INVESTMENT OPPORTUNITY: ALUMINUM PLANT

1. REQUEST APPOINTMENT ON SEPTEMBER 19 OR 20 FOR DR.

JOSE DE ANCHIETA MOREIRA HELCIAS, SECRETARY OF INDUSTRY AND COMMERCE FOR THE STATE OF PERNAMBUCO. DR. HELCIAS IS SEEKING AN AMERICAN INVESTOR (EQUITY AND TECHNOLOGY) AND LOANS FOR AN ALUMINUM PLANT TO BE BUILT IN RECIFE AREA.

2. ALUMINUM WOULD BE MADE FROM IMPORTED ALUMINA. INITIAL ANNUAL PRODUCTION PROJECTED AT 80,000 TONS WITH ASSURED MARKET IN RECIFE AREA. TOTAL COST OF PROJECT ESTIMATED AT DOL. 240 MILLION. FINANCIAL PLAN CALLS FOR CAPITAL INVESTMENT OF DOL. 96 MILLION (40 PERCENT), OF WHICH LESS THAN DOL. 48 MILLION (HALF) SOUGHT FROM AMERICAN INVESTOR. ABOUT DOL. 58 MILLION OF TOTAL DOL. 144 MILLION LOAN MONEY IS SOUGHT FROM OUTSIDE BRAZIL. MAXIMUM OF THIRTY PERCENT OF EQUIPMENT MAY BE IMPORTED. EQUITY WILL BE HELD BY PRIVATE SECTOR IN SO FAR AS POSSIBLE. PARTICIPATION IN EQUITY BY PUBLIC ENTITIES WILL BE TO EXTENT NEEDED TO MAKE PROJECT VIABLE.

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3. DR. HELCIAS HAS APPOINTMENT ON SEPTEMBER 9 WITH JOHN J.

FLETCHER, ASSISTANT VICE PRESIDENT FOR ENGINEERING OF SOUTHWIRE COMPANY, P.O. BOX 1000, CARROLTON, GEORGIA 30117 AREA 404 TELEPHONE 832-6311. PERNAMBUCO AUTHORITIES STRONGLY INTERESTED IN SOUTHWIRE PARTICIPATION AND ARE GIVING PREFERENCE TO SOUTHWIRE OVER INTERESTED GROUPS FROM OTHER COUNTRIES AT THIS INITIAL STAGE. SOUTHWIRE IS A MAJOR SUPPLIER OF ALUMINUM CABLE TO AREA.

4. DR. HELCIAS HAS LIMITED ENGLISH AND THEREFORE PROBABLY WILL
BE ACCOMPANIED TO APPOINTMENTS BY SOMEONE FROM BRAZILIAN EMBASSY.

5. PLEASE REPLY FURNISHING NAME OF PERSON, PLACE, TIME AND DATE
FOR MEETINGS AT OPIC AND EXIMBANK.
HOFFENBERG

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
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SAS ID: 1516003
Secure: OPEN
Status: NATIVE
Subject: INVESTMENT OPPORTUNITY: ALUMINUM PLANT
TAGS: BTIO, BR
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